

**January
2003**

Minority Enterprise Development Week Celebration Scheduled January 20-24

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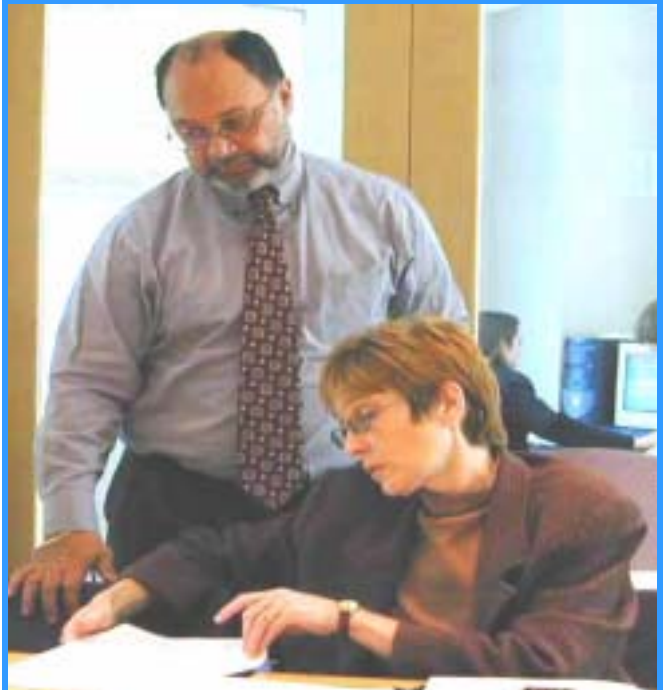
The annual Rhode Island Minority Enterprise Development (MED) Week celebration will take place from January 20-24, 2003.

The MED Week Planning Committee is co-chaired by Charles Newton, Director of the Rhode Island MBE Compliance Office, and Juana Horton, President of Horton Interpreting Services, who have been working hard on this year's program.

Co-sponsors for MED Week activities include, the Northern Rhode Island Chamber of Commerce, the Central Rhode Island Chamber of Commerce, and the RI Hispanic American Chamber of Commerce. The Federal Executive Council is once again coordinating federal agency participation in the business expo.

The week's activities include a series of free workshops in Cranston, Warwick, and Central Falls. **The complete list of workshops and award dinner information are printed on pages 6 and 7.**

The highlight of MED Week is the annual awards dinner, where women and minority-owned small business owners and advocates are honored by several agencies and organizations. This year's awards dinner will be held at Rhodes-on-the-Pawtuxet in Cranston on Wednesday, January 22, starting at 6 P.M. The dinner is preceded by a minority business expo at 3 P.M. and a networking reception at 5 P.M. The SBA will present the Minority Small Business Person of the Year Award to Sussy DeLeon, Owner of RE/Max New Horizons Real Estate Agency in Providence (See Page 9). Awards will also be presented by the State of Rhode



MED Week Committee Chair Charles Newton, reviews plans for the week long celebration with **Denise Gervais**, of the Northern Rhode Island Chamber of Commerce.

Island, Ocean State Business Forum, the Rhode Island Housing and Mortgage Finance Corporation, RI Hispanic American Chamber of Commerce, and the Rhode Island Manufacturing Extension Services.

A business expo will also be held at Rhodes on the Pawtuxet featuring over 60 women-owned and minority-owned exhibitors, large companies, and representatives from federal, state, and municipal agencies. MED Week co-sponsors and minority and women-owned businesses are invited to participate. For more information about the business expo, call 222-6670.

For more information about MED Week, call SBA at (401) 528-4561, or visit www.sba.gov/ri.

SBA and IRS to Conduct Free Small Business Workshop

The Small Business Administration and the Internal Revenue Service are hosting a free workshop for small business in February.

The Reporting Requirements for Small Business will be covered in a workshop at the Greater Westerly-Pawcatuck Chamber of Commerce in Westerly on Saturday, February 1 from 9 a.m. to 1 p.m. The Chamber is located at 1 Chamber Way in Westerly.

Normand Deragon, SBA Public Information Officer, will present an overview of the Agency's programs and services. SBA Marketing and Outreach Team Leader Patricia O'Rourke will explain How to Write a Winning Business Plan. IRS Tax Specialist Odette Turenne will explain the business owner's tax reporting responsibilities.

To register for the workshop, call SBA at (401) 528-4561.

Electronic Version of *SBA Communicator* Available



An electronic version of the monthly Rhode Island District Office newsletter, *SBA Communicator*, is now available. Readers may subscribe to the online version by visiting the SBA Web site at www.sba.gov.

Recipients will get the news faster, usually days before those receiving it by mail. The electronic version arrives in full color. The file is small, so the newsletter can easily be forwarded to business associates and co-workers by e-mail.

Subscribing to the electronic newsletter is easy. After logging on to the SBA Web site, click on the Subscriptions button. Scroll down and select the Rhode Island Newsletter. Enter your name and e-mail address and click on the submit button. You will then receive a confirmation e-mail message. Follow the instructions and confirm your subscription request. You will receive an e-mail notification when the latest *SBA Communicator* is posted.

STAR Loans Pass \$2.4 Billion

The Supplemental Terrorist Activity Relief (STAR) program has exceeded \$2.4 billion in loans made to 6,067 small businesses nationwide.

In Rhode Island, the SBA has approved 38 STAR loans for \$10.1 million.

The STAR program was designed as an alternative for small businesses that were adversely affected by the terrorist attacks of September 11, 2001, but were not able to qualify for other, more restrictive loan programs. It has been in place since February 1, 2002. It has about \$2.4 billion in funding remaining, and will be available through January 10, 2003, or until the funds are expended, whichever occurs first.

The SBA has made the application process easier by granting its lending partners discretion to assess the economic harm suffered by individual borrowers, as well as requiring minimal paperwork. Otherwise STAR loans follow the same terms and conditions of other 7(a) loans.

Small businesses can use STAR loans for a variety of business purposes, and small businesses are encouraged to apply if they can show direct or indirect adverse impact as a result of the events of September 11. Examples of adverse impact are: difficulty in making loan payments on existing debt; difficulty in paying employees or vendors; difficulty in purchasing materials, supplies or inventory; difficulty in paying rents, mortgages or other operating expenses; and difficulty in securing finances.

Start-up small businesses that had planned to begin operating but were hampered or prevented from doing so, may also qualify for the STAR loan.

For more information about the STAR loan program contact the RI District Office or visit the SBA Web site at www.sba.gov/ri.

Small Business Loans Increase

Small business lending increased by 5.4 percent in 2001, according to a study released by the SBA Office of Advocacy. Small business loans (under \$1 million) totaled \$460 billion in June 2001, an increase of \$23 billion over 2000.

The report, "Small Business Lending in the United States, 2001 Edition," analyzes bank lending patterns across the United States and across commercial bank sizes. It found that smaller business lending increased at a faster rate than larger loans, as loans over \$1 million only increased by 0.9 percent.

The report ranks commercial banks in individual states based on their small business loan portfolios and also ranks major bank holding companies in the national market.

"This report offers small businesses, banks, and those interested in how small businesses are financed a way to compare commercial banks and bank holding companies," said Thomas M. Sullivan, Chief Counsel for Advocacy.

The report is based on data from both Community Reinvestment Act (CRA) reports and Consolidated Reports of Condition and Income (call reports). The call report and CRA data both provide useful information, but are not comparable. CRA data reflect loans made during the year, while the call reports measure all outstanding loans as of June 30.

See the complete report on the Internet at www.sba.gov/adv.

Risk Management Tools Available on the Internet Through SBA and The Hartford

As part of a shared commitment to protect the financial health of small businesses, the SBA and The Hartford Financial Services Group, Inc., have teamed up to provide state-of-the-art risk management educational materials and online interactive tools and training for small business owners. Materials developed by The Hartford's loss control experts are available on the SBA's Web site and countrywide network of local offices.

Small business owners now have access to a library of educational materials developed by The Hartford's loss control experts, available at selected SBA service locations nationwide. Offerings include a business insurance primer; audio tapes with practical tips for small business owners about how to maximize profits by minimizing everyday risks; and printed materials to help small businesses manage their risks quickly and effectively.

As part of the cosponsorship in the coming months, several risk management seminars for small business owners will be held at sites around the country. The topics will include: controlling overall business costs; managing workers' compensation costs; understanding ergonomics; developing strategies for disaster preparedness, response and recovery; surviving business interruption; and implementing employment practices to limit liability exposures for small business.

In addition, recognizing that many entrepreneurs cannot take time away from their businesses to attend seminars in person, The Hartford and the SBA are providing a series of online courses to address key business insurance coverage for small business, including understanding business owners' commercial auto and workers' compensation insurance.

Small business owners can now access the first of these courses on the SBA's Small Business Classroom Web site at www.sba.gov/classroom, or The Hartford's Small Business Insurance Center at www.sb.thehartford.com/sbaresources.

Advocacy, OSHA, and SBA Ombudsman Sign Agreement

Small business will now find it easier to learn of the Occupational Safety and Health Administration's (OSHA) new ergonomic guidelines. The SBA Office of Advocacy and OSHA will work together to inform small businesses of these new guidelines.

Earlier this year OSHA announced a comprehensive approach to ergonomics designed to reduce ergonomic injuries through a combination of guidelines, enforcement, outreach, assistance, and research.

The agreement formalizes Advocacy's role in helping to inform small business owners of the new guidelines. The agreement also makes clear OSHA and the SBA National Ombudsman's role in listening and responding to the concerns of small business owners.

National Ombudsman Michael Barrera and his office work closely with OSHA on enforcement of workplace safety regulations.

RISBDC Completes First-Ever Spanish Workshop Series

More than 40 Latino small business owners recently completed a three-part workshop on business basics presented in Spanish by the RI Small Business Development Center (RISBDC). The workshop series was held at Progreso Latino in Central Falls. The RISBDC has partnered with Progreso Latino to develop more Spanish-language training programs for the Latino community.

Topics covered in the series included business plan development, marketing, and market development.

An extended 10-week course that will meet on Monday evenings will begin on January 13. For more information, contact the RISBDC at (401) 232-6923.

SBA and DOD Create Streamlined Database to Access Contracts

The SBA and the Department of Defense completed the integration of the Procurement Marketing and Access Network (PRO-Net) and the Central Contractor Registration (CCR). The linkage will further simplify contracting processes for the small businesses that provide over \$50 billion in goods and services to federal agencies.

The CCR-PRO-Net linkage allows vendors to input information in both databases simultaneously. Through this single registration effort, a small business can now market its wares, furnish the information an agency will need to do business with it, and further ensure it receives timely payment for the work it performs. It will save new small business registrants approximately 30 minutes during the initial registration process.

The CCR will rely on PRO-Net as the authoritative source about vendors who are certified in SBA's small business programs -- 8(a) Business Development and HUBZone Empowerment Contracting Programs and Small Disadvantaged Business status.

PRO-Net serves as both a marketing development tool for small businesses seeking to do business with government agencies and a market research tool for government buyers looking for small businesses that can help to meet their agencies' needs. It also has a special section dedicated to subcontracting opportunities at <http://web.sba.gov/subnet>.

The CCR is a central repository for information about federal contractors that the government needs in order to transact with them. The CCR allows contractors to provide and update information in one place and agency buyers to obtain the information they need from one site. It is currently used by DoD and several other agencies and is being ramped up to become the primary repository for all agencies so that vendors may avoid the burden of registering separately with each agency with which they do business. The CCR also validates vendor information that finance offices use to make paperless payments through electronic funds transfer.

For more information, please visit the PRO-Net and CCR Web sites at <http://pro-net.sba.gov>, and <http://ccr.gov>, respectively.

District Director Receives Tourism Award

The Rhode Island Hospitality and Tourism Association (RIHTA) has presented SBA Rhode Island District Director Mark S. Hayward with the Mary Brennan Tourism Award. Hayward received the award during the RIHTA annual Stars of the Industry celebration at the Rhode Island Convention Center on November 26th.



SBA District Director Mark S. Hayward (right) receives the Mary Brennan Tourism Award from **RIHTA Chairman John Elkhay**.

Hayward was recognized for his efforts on behalf of Rhode Island's tourism industry immediately following the tragic events of September 11, 2001. He worked diligently to help businesses that needed a boost to get back on their feet.

RIHTA handed out awards to 34 others in various categories during the Stars of the Industry Awards Dinner.

SBA Seeks Comments on Proposed Changes to 504 Loan Program

The SBA is considering ways to improve coverage of the Certified Development Company (CDC) or 504 Loan Program to ensure that all small businesses have access to long-term, fixed-rate financing. SBA is revisiting the 504 program policies in light of major changes in the economy, the financial services industry, technology, and in CDCs' operations since the program's inception in 1980.

The review has also been prompted by SBA's on-going discussions with the 504 industry and by specific requests made to SBA to expand CDCs' product base to include 7(a) loans or Small Business Investment Companies. In particular SBA is seeking comments on the following: whether the 504 program is meeting its statutory purpose as defined in section 501(a) of the Small Business Investment Act; the appropriate long-term goals and annual performance measures for the program given its statutory requirement; the appropriate data elements required to assure solid program oversight while minimizing public data collection burdens; operational or regulatory impediments to providing long-term financing in rural or urban areas; and programmatic changes that could increase CDC competition and increase small businesses' access to loans.

Interested parties are invited to submit written comments to be received on or before February 4, 2003. Mail written comments to James E. Rivera, Associate Administrator for Financial Assistance, U.S. Small Business Administration, 409 Third Street, SW, 8th Floor, Washington, DC 20416. Comments may also be sent by e-mail to: ANPR@sba.gov.

SBA Communicator Subscription Renewal Form

In order to continue receiving your free copy of the *SBA Communicator* each month, please complete this form and return it to the SBA by fax at (401) 528-4539 or by mail to SBA Communicator, U.S. Small Business Administration, 380 Westminster Street, Room 511, Providence, RI 02903.

Forms must be received by February 28, 2003 in order to continue your subscription

- () I wish to continue my **FREE** subscription to *SBA Communicator* by mail.
- () Please sign me up for the **FREE** electronic version of *SBA Communicator*.
(E-mail address must be provided to receive electronic version)

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

E-mail: _____ Phone: _____

From the Director's Desk



Happy New Year !!!

We begin 2003 with a renewed hope for success, health and happiness. A hope, that we as an agency will be able to meet the demands and needs of the small business community of Rhode Island.

I want to take this opportunity to thank the Board of Directors of the Rhode Island Hospitality and Tourism Association and in particular it's President, Dale Venturini and Chairman John Elkay for the honor bestowed upon me in early December. I was moved to be named as a recipient of the Mary Brennan Tourism Award.

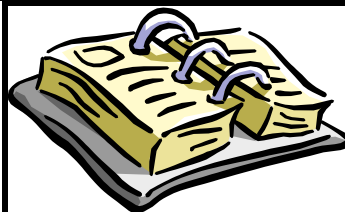
Mary was a friend who left this earth far too soon. She was a very dedicated state employee who endeavored to make everyone feel welcome. She dearly believed in the value of the State of Rhode Island, which she loved. She did much in improving the tourism industry and I am humbled and honored to receive an award that bears her name.

I also want to first extend a very warm welcome to our new Governor, as well as to the new Speaker and House Majority Leader. We extend our congratulations and best wishes to the Lt. Governor, Secretary of State, Attorney General and General Treasurer, the Senate leadership and all members of the General Assembly. We sincerely look forward to working with our elected officials on matters of interest to the Rhode Island small business community.

I also want to extend our congratulations to Mayor David Cicilline of Providence, Mayor Scott Avedisian of Warwick and Mayor Stephen Laffey of Cranston, and all the municipal officials throughout the state. We know local government plays a vital roll in the development of the small business community and, over these next 52 weeks, it is our hope to partner with them as we bring our programs and resource partners to each community in Rhode Island.

The Rhode Island SBA is on pace that will exceed all prior years numbers. The first quarter has seen 290 loan approvals, up from 211 during the same period the prior year. The acceleration in lending is due to the availability of revolving lines of credit on a bank debit or credit card. This new product will continue to give small businesses an advantage in the market place.

As always, thank you for your support and we look forward to working with you in the days and months ahead.



Calendar Of Events

Wednesday, January 15, 2003 8:30 – 10:30 a.m. Fee: \$36.

Packaging Creatively for Small Businesses

Northern RI Chamber of Commerce, 6 Blackstone Valley Place, Suite 301, Lincoln, RI

This workshop covers the basic principles of business identity design, and how to communicate that identity or brand image. Bring current designs or ideas for helpful feedback and guidance.

Register by calling the Rhode Island Small Business Development Center, (401) 232-6111.

Thursday, January 16, 2003 9 a.m. – 12 noon Fee: \$180.

Business Basics: Starting a Service Business

Center for Women and Enterprise, 55 Claverick Street, Suite 102, Providence, RI

This workshop is designed to help entrepreneurs learn about the basics of starting a service business. Business Basics is the first step in helping to refine a business idea, find resources, and more.

Register by calling the Rhode Island Small Business Development Center at (401) 232-6111.

Saturday, February 1, 2003 9 am – 1 pm FREE

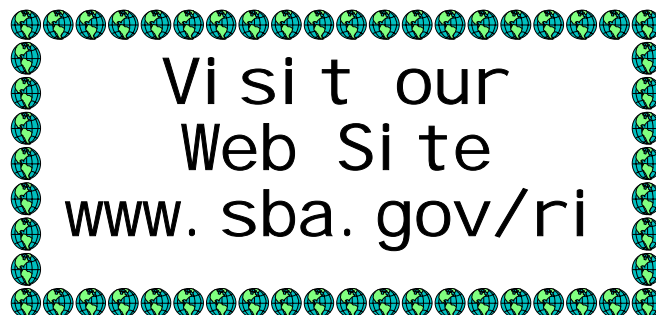
Tax Reporting Requirements for Small Business

Overview of SBA Programs and Services

How to Write a Winning Business Plan

Greater Westerly-Pawcatuck Area Chamber of Commerce
1 Chamber Way, Westerly, RI

Find out about the reporting requirements for the various forms of business organization, learn about the various programs and services available through SBA and hear about the important elements needed in a business plan. Register by calling SBA at (401) 528-4561.



2003 Rhode Island MED Week Professional Development Workshops

Thursday, January 23

9:00 - 11:00 a.m.

Making Your Web Site Work For You

Presented by Central RI Chamber of Commerce

Margaret O'Connor, Wickford Web Works

Central RI Chamber of Commerce

3288 Post Road, Warwick, RI

The Internet offers unique marketing opportunities. Learn how to effectively put these opportunities to work for you. This seminar introduces and informs you about how to market your services and generate business leads on the Internet today. The seminar is ideal for service-oriented businesses and independent consultants, but contains general information useful to any Web site owner.

5:30 - 7:30 p.m.

How to Price and Cost Government Contracts

Presented by the Central RI Chamber of Commerce

State of Rhode Island Contracting Officials

Janette Fasano, U.S. Small Business Administration

N.E. Institute of Technology, Hall of Fame Room

2480 Post Road, Warwick, RI

Discover the process involved in winning contracts from the Federal and state governments. Procurement experts will pass along the tips that will improve your chances of landing government contracts.

Friday, January 24

8:00 - 11:00 a.m.

Small Business Sales:

See It, Measure It, Change It

Presented by Cranston Chamber of Commerce

David Piachitelli, President, Top Line Systems

Garden City Center, Ground Floor Conference Room

100 Midway Place, Cranston, RI

This program will present basic techniques to identify sales, marketing, brand or corporate identity and public relations activities, and how to make them part of your every day focus.

6:00 - 8:30 p.m.

Bottom Line:

Am I Where I Want To Be?

Presented by

RI Small Business Development Center,

Alejandro Lozano Rojas

Progreso Latino, 626 Broad Street, Central Falls, RI

This workshop, **offered in Spanish**, is designed to provide participants with the strategies aimed at effectively measuring progress. Tips on detecting when changes need to be made, and how to effectively implement those changes in order to see results will also be covered.

REGISTRATION FORM

Please register for the workshops listed below **FAX or mail** to SBA, MED Week, 380 Westminster Street, Rm. 511, Providence, RI 02903.

Fax workshop registration to (401) 528-4539

1/23/03 Making Your Web Site Work _____

1/23/03 How to Price and Cost Government Contracts _____

1/24/03 Small Business Sales _____

1/24/03 Bottom Line (In Spanish) _____

Name: _____

Company/Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-Mail: _____

2003 Rhode Island MED Week Business Expo and Awards Dinner

Wednesday, January 22 — Rhodes on the Pawtuxet, Cranston,

Business Expo

3:00 - 6:00 P.M.

MED Week sponsors and women and minority-owned small businesses are invited to participate. Space is limited and space will be assigned on a first come-first served basis. For more information about participating in the business expo, call (401) 222-6670.

Networking Reception

4:30 - 6:00 P.M.

Hosted by

RI Mortgage and Finance Corporation

Hundreds of business leaders, minority- and women-owned small business owners, and advocates attend this function annually.

Mail the form and check to: Jennifer Gervais, Northern RI Chamber of Commerce, 6 Blackstone Valley Place, Suite 301, Lincoln, RI 02865, or fax to 401-334-1009, no later than January 17, 2003.

**Make checks payable to:
Northern RI Chamber of Commerce**

Awards Dinner

6:00 - 8:30 P.M.

\$25.00 per person

Minority and women-owned small business owners and advocates will be honored by the following organizations:

RI Manufacturing Extension Services

Award for Manufacturing Excellence

RI Hispanic American Chamber of Commerce

RI Hispanic Small Business of the Year

Ocean State Business Forum

Outstanding Business Practitioner

RI Housing and Mortgage Finance Corporation

Affirmative Action Awards

State of Rhode Island

Minority Business Enterprise of the Year

U.S. Small Business Administration

Sussy DeLeon, Owner, RE/Max New Horizons

Minority Small Business Person of the Year

REGISTRATION FORM

Please reserve _____ seats for the MED Week Dinner at \$25 each = \$_____

List the names of each person attending the awards dinner below.

Name: _____

Company/Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____



Rhode Island Success Story

Brewed Awakenings Coffee House

Whether touring historic Providence, meeting business associates, friends, or stopping on the way to work, Brewed Awakenings Coffee House has something for everyone. Brewed Awakenings is located in the heart of Downtown Providence, in Union Station Plaza, and is surrounded by some of the city's finest hotels, restaurants, and shopping centers.

Brewed Awakenings offers a casual, yet elegant surrounding, soft leather chairs, computer work stations with Internet access, and an extensive menu that features 14 varieties of gourmet coffee, espresso, cappuccino, latte, and chai. They offer fresh baked muffins, bagels and Danish along with biscotti, cookies and fine cakes.

It's not unusual to see students enjoying a fresh brewed cup of coffee while researching a project on line. Often business owners will take a break for coffee and use the work station to check e-mail or to submit customer orders.

David Levesque started the original Brewed Awakenings on Atwood Avenue in Johnston seven years ago as an extension of Levesque's wholesale coffee business. The coffee shop had just four seats and a counter. Word quickly spread about the delicious coffee and soon customers were filling the 2,000 square foot shop.

David's entrepreneurial journey began at Johnson & Wales University where he managed the University's vending machines and supervised three employees. Vending machine sales totaled \$380,000 annually.

In 1991, Levesque started his wholesale coffee distribution business, East Coast Coffee Company. David expanded his business by opening a small gift store, Bella Baskets, in Johnston.

By 1996, David had teamed up with a competing company to form Ocean Coast Beverage Company. He decided to focus his attention solely on the wholesale coffee business and closed Bella Baskets in 2000. Ocean Coast Beverage Company was very successful, and David decided to venture into the retail coffee business with the opening of the first Brewed Awakenings shop in 1996.

Brewed Awakenings started slow and steadily built a customer base. David knew his concept for a coffee house would be successful in the right location and dreamed of expansion into other locations. Levesque knew that downtown Providence would have the most potential for success. The shop's customer base consists of commuters, business people, local residents and students.



**David J. Levesque, President,
Brewed Awakenings Coffee House**

In June 2000, David discovered what he considered to be an ideal location for the second Brewed Awakenings, Union Station Plaza on Memorial Boulevard in Waterplace Park.

By January 2001, David sold his interest in the Ocean Coast Coffee Company and used the proceeds to help fund the downtown Providence project. He needed more capital, and he turned to Fleet Bank, which provided an SBA-backed loan. The Providence Economic Development Corporation also provided financing.

David took an active part in constructing the coffee house. He built the tables himself and brought in friends and relatives to help with everything from the counters to the plumbing.

In July 2001, after six months of hard work, the second Brewed Awakenings held its grand opening.

The coffee house is designed in wood and earth tones to create a cozy, warm atmosphere. At any time, you may find customers relaxing on a couch, quietly reading a book, or having a business meeting over coffee and bagels. During the morning "rush hours" the take out line is always steady. The coffee shop was recently issued a liquor license, which should increase the evening customer base. Table service will also be introduced and an expanded line of pastries is also planned in 2003.

Brewed Awakenings seats over 100 persons. The company employs a staff of 14 downtown and 15 at the Johnston location.

Brewed Awakenings is open from 6 a.m. to 11 p.m. weekdays and until midnight on weekends and for special events.

With its beautiful detailed wood craftsmanship and leather couches, there is no doubt that the downtown Providence Brewed Awakenings is one of the most elegant coffee houses in New England. It is also making a major contribution to the renaissance of Providence.

SBA and National Academy Foundation Partner to Promote Student Business Experience

The Small Business Administration (SBA) and the National Academy Foundation (NAF) have partnered to promote and foster programs which combine school-based learning and work-based experience in SBA-related professional work environments.



Joseph Hooper, Vice President at Citizens Bank and NAOF intern **Darnell Sherrill**.

Since the partnership began more than two years ago, nearly 200 students have been provided internship and other work opportunities which introduce them to the concept of small business ownership. In addition SBA staff and resource partners have lectured about small business ownership and management to NAF classes across the nation.

National Academy of Finance (NAOF), at Mt. Pleasant High School in Providence. NAOF is a National Academy Foundation program. Judith Curran, who directs the Mt. Pleasant High School program, said students who participate in the program often become more focused when they realize a career in finance is within their grasp.

SBA will encourage small business owners to consider NAF-prepared high school students to be employed as paid interns.

For more information about the National Academy of Finance program, contact Judith Curran at (401) 456-9183.

Urban Ventures is Looking for 20 Entrepreneurs

Urban Ventures was founded in January 1999 as part of the urban economic development agenda for the state of Rhode Island. The organization merges ideas, technology and talent through a network of free services. Urban Ventures works closely with the RI Small Business Development Center, an SBA resource partner.

Entrepreneurs can participate in an incubator program that focuses on urban communities, currently targeting South Providence. The three year program can include low cost office space at the Urban Ventures facility in Providence.

Participants should be generating revenue, have a solid market opportunity, and committed to being successful.

For more information contact Justin Aina at (401)780-8866.



Justin Aina,
Executive Director,
Urban Ventures

Sussy DeLeon to be Honored as SBA Rhode Island Minority Small Business Person of the Year

Sussy DeLeon will be honored as the 2003 Rhode Island SBA Minority Small Business Person of the Year during the annual MED Week Awards Dinner on Wednesday, January 22. The dinner will be held at Rhodes on the Pawtuxet in Cranston.

Sussy came to this country from Guatemala in 1992. She worked at various jobs including car sales, photography, secretary, and newspaper writer. She began working at RE/MAX New Horizons in Providence and

became one of the few bilingual agents serving the Hispanic community.

Ms. DeLeon soon discovered that she had both the personality and skill to succeed as a real estate agent and has earned numerous sales achievement awards and was ranked among the top RE/MAX real estate agents in Rhode Island and New England.

She earned her real estate broker license in 2001 and purchased the RE/MAX New Horizons office in Providence. Sussy conducts first-time buyers seminars and occasionally writes real estate articles in local newspapers.



Sussy DeLeon

PowerUp! Class Graduates

The Center for Women and Enterprise (CWE) held a graduation ceremony for 25 women who completed the PowerUp! class in December. Nearly 200 women have graduated from the program since its inception in 1998.



This is the ninth PowerUp! graduation ceremony.

PowerUp! is a thirteen week, comprehensive course for entrepreneurs who are starting or growing a business. The course was designed by business owners and professionals. Students learn how to write a business plan, find and access capital, develop revenue projections and manage cash flow. Marketing, products and services are also covered in detail.

CWE is funded in part by SBA.

The next PowerUp! Class begins on February 19th. For more information, call Adetola Abiade at the Center for Women and Enterprise at (401) 277-0800.

Rhode Island District Office BankRank

FY03 7(a) Approved Loan Volume by Lenders and Number of Loans 10/1/02 to 11/30/02

1. Citizens Bank	168	\$4,682,000
2. Fleet Bank	24	\$1,815,900
3. BankRI	11	\$1,430,000
4. The Washington Trust Co.	4	\$530,000
5. Enterprise Capital Corporation	2	\$578,750
6. Coastway Credit Union	2	\$212,000
7. Sovereign Bank New England	2	\$100,000
8. Business Loan Express	1	\$450,000
9. CIT Small Business Lending	1	\$253,000
10. Home Loan and Investment Bank	1	\$200,000
11. Business Lenders LLC	1	\$145,000
12. Minority Investment Development Corp.	1	\$95,000
13. First International Bank	1	\$75,000
14. Capital One F.S.B.	1	\$50,000
15. Bank of Newport	0	
16. Bristol County Savings Bank	0	
17. Business Dev. Co. of Rhode Island	0	
18. Centreville Savings Bank	0	
19. Domestic Bank	0	
20. First Federal Savings Bank	0	
21. First Trade Bank	0	
22. First Union Small Business Capital	0	
23. GE Capital Small Business Finance Corp.	0	
24. Greenwood Credit Union	0	
25. Newport Federal Savings Bank	0	
26. Slade's Ferry Bancorp	0	
27. Small Business Loan Source, Inc.	0	
28. Union Federal Savings Bank	0	
Sub-Total:	220	\$10,616,650

Ocean State Business Development Authority

Ocean State Business Development Authority is a Certified Development Company licensed by the SBA. The following lenders approved first mortgage financing on economic development projects, thereby facilitating the 504 loans listed below from 10/1/02 through 11/30/02.

Lender	Number Loans	SBA Debenture	Total Project
First Trade Union Bank	1	\$558,000	\$1,350,000
Fleet Bank	1	\$537,000	\$1,300,000
The Washington Trust Company	1	\$250,000	\$600,000
Coastway Credit Union	1	\$202,000	\$487,500
Total 504 Loans	4	\$1,547,000	\$3,737,500

Total Loans	224	\$12,163,650
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Rhode Island District Office BankRank

FY03 7(a) Approved Loan Volume by Lenders and Number of Loans 10/1/02 to 12/31/02

1. Citizens Bank	208	\$5,765,000
2. Fleet Bank	34	\$2,458,400
3. BankRI	12	\$1,457,000
4. The Washington Trust Co.	5	\$600,000
5. Coastway Credit Union	4	\$297,800
6. Sovereign Bank New England	4	\$225,000
7. Enterprise Capital Corporation	2	\$578,750
8. Freedom National Bank	2	\$400,000
9. Minority Investment Development Corp.	2	\$132,000
10. Capital One F.S.B.	2	\$75,000
11. First International Bank	2	\$457,500
12. Business Loan Express	1	\$450,000
13. CIT Small Business Lending	1	\$253,000
14. Greenwood Credit Union	1	\$250,000
15. Home Loan and Investment Bank	1	\$200,000
16. Business Lenders LLC	1	\$145,000
17. Bank of Newport	0	
18. Bristol County Savings Bank	0	
19. Business Dev. Co. of Rhode Island	0	
20. Centreville Savings Bank	0	
21. Domestic Bank	0	
22. First Federal Savings Bank	0	
23. First Trade Bank	0	
24. First Union Small Business Capital	0	
25. GE Capital Small Business Finance Corp.	0	
26. Newport Federal Savings Bank	0	
27. Slade's Ferry Bancorp	0	
28. Small Business Loan Source, Inc.	0	
29. Union Federal Savings Bank	0	
Sub-Total:	282	\$13,744,450

Ocean State Business Development Authority

Ocean State Business Development Authority is a Certified Development Company licensed by the SBA. The following lenders approved first mortgage financing on economic development projects, thereby facilitating the 504 loans listed below from 10/1/02 through 12/31/02.

Lender	Number Loans	SBA Debenture	Total Project
Bank RI	1	\$770,000	\$1,865,000
First Trade Union Bank	1	\$558,000	\$1,350,000
Fleet Bank	1	\$537,000	\$1,300,000
The Washington Trust Company	2	\$783,000	\$2,073,000
Coastway Credit Union	1	\$202,000	\$487,500
Total 504 Loans	6	\$2,850,000	\$7,075,500

Total Loans	288	\$16,594,450
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U.S. Small Business Administration
Rhode Island District Office
380 Westminster Street, Room 511
Providence, Rhode Island 02903
OFFICIAL BUSINESS
PENALTY FOR PRIVATE USE \$300

**PRESORTED STANDARD
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SBA Communicator

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January 2003

District Director

Mark S. Hayward

Editor

Normand T. Deragon

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Judith Cadigan-Parisi, Vice President of Citizens Bank, accepts an award on behalf of Citizens Bank, who has been a major supporter of SCORE, from Chapter Chair John McLaughlin (left) and Vice-Chair Gerald Moran, in recognition of her continuing support for the Rhode Island SCORE Chapter. **David Lucier, CPA, President of Lucier and Company**, and **David Plourde, CPA of the Accounting firm of Plourde, Bogue, McLaughlin & Moylan, LLP** were also recognized. This is the 8th year that Citizen's has sponsored the Annual Federal and Rhode Island Tax Workshop, this year held at the 1025 Club in Johnston.